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Senior Operations Management

Global Logistics • Business Development • Strategic Planning • Market Development • Team Building

Senior Operations Manager with a Global perspective who adds value to product & service organizations by understanding markets & customer needs, leveraging resources & inspiring teams to grow business, improve financial performance, & establish strong base in Supply Chain Logistics. Industry experience in all facets of bulk liquid transportation with major Fortune 500 corporations as BASF, Dow Chemical, Bayer, & Chevron Phillips includes products: Agricultural, food grade, pharmaceutical, fuels, industrial additives, polymers, & technology advancements in construction. Major accomplishments include:

- Proven track record of developing new business, implementing new strategies within the work environment, establishing competitive vendor pricing, and increasing profit margins
- Results oriented in fast pace global environment translating into growth of operations team, increase of tank fleet, customer satisfaction, and company profitability
- Developed and implemented internal policies and performance-based culture that drove efficiencies improved market competitiveness and reduced costs.

Professional Experience

Bulkhaul USA, Inc., Cranford, NJ

1996 - 2015

A market leader in global tank transportation, logistics, and inventory control dedicated to the global transportation of bulk liquids, powders, and gasses. The company owns & operates over 23,000 ISO tank containers, based in the United Kingdom with offices worldwide.

Operations Manager of North America – USA Operations Department

2001-2015

- Led the operations team for New Jersey & Houston locations, liaise with 9 International offices for logistical parody & global bidding, pricing, negotiations, employee recruitment and training
- Built continental pricing team to increase vendor pool by 50% over 18 months increasing competitive bidding for M&R, resulting in 30% reduction of repair costs since its inception
- Restructured supplier pricing tariffs, improving impact on commercial sales for competitive bidding, contributing to 100% participation on global bid tenders with manufacturers and 3PL's
- Supplier performance evaluations, Haz-Mat certified
- Implemented detailed continental depot and equipment reconciliation polices tracking over 1500 import/export containers monthly via port, rail, & truckers. Enabling better inventory control efficiencies
- Helped strategic planning for market positioning & US dollar contract values
- Established inside commercial sales team to improve communication between sales and operations on export work orders, and enhanced previous product training to improve quality issues
- Reorganized operational billing team to maintain control of additional recoverable supplier costs decreasing internal overspends by \$100,000 annually
- Head of team project for locating and acquiring 15-acre facility in Houston, TX as part of depot and repair facility, expansion project aimed at reducing gulf region m&r costs by 50%.
- Worked in cooperation with US Coast Guard, Federal Railroad Administration (FRA) local & state police, NY/NJ Port Authority, National Cargo Bureau for inspection & documentation resolutions
- Led part of global restructure team to establish continuous ISO 9001 certification, Responsible Care, & C-TPAT, WQA audits for OSHA & IMO to creating an environment that meets compliance, and more defined management program and employee development
- Incorporated Quality independent inspection agencies: Bureau Veritas, Silver Inspection, Lloyds Register, within 40 markets for 2.5yr/5yr USDOT/IMDG safety equipment compliance

- Organized annual training for IMDG, CFR 49 and USDOT hazardous materials training for USA offices to meet haz-mat material documentation and transportation guidelines
- Centralized third party vendor insurance claims recovery in USA and Canada, directed contact with claimants, increased equipment repairs & service, and reduced losses by \$500 per ISO tank container
- Integrated business plans to utilize domestic ISO tanks to establish revenues for tank demurrage & reduce repositioning costs for export equipment availability to multiple markets
- Initiated and completed over 100-onsite chemical plant and vendor inspection audits for “Quality Certification”, safety equipment, cleanliness, equipment control, and utilization
- Implemented JIT inventory controls in all markets satisfying the demand for equipment from other hubs based on inventory policies with zero lead-time meeting delivery & production schedules
- 24 hr. main emergency response contact for equipment accidents, chemical spills, & trans-loads

Tank Operator/Planner – USA Tank Operations Department

1997-2001

- Tank planning and allocation for 40 major markets throughout United States and Canada
- Creating and sending trucker work orders for import and export delivery requirements to and from rail/port/depot terminals, meeting terminal & rail schedule cutoff deadlines for export shipments
- Inventory control reports, maintenance & repair trained, estimate approval, equipment preparation for putting containers back into service, pricing and quoting tariff rates
- Direct communication with chemical plants, customs brokers, and vendors for equipment delivery appointments, safety requirements, Steamship line bookings, LFD, rail bill of lading

Export Documentation – USA Commercial Department

1996-1997

- Export house & steamship line bill of lading preparation, steamship rate negotiations & invoicing
- Equipment tracking and tracing from the point of origin until the final destination
- Customs broker and master B/L filings for export shipping

State Farm Insurance Company-Auto, South Plainfield, NJ **Auto Claim Adjustor – Auto Insurance Division**

1994-1996

Enterprise Rent-A-Car, Wall Township, NJ

1992-1994

Branch Manager – Toms River, NJ

1993

Assistant Manager – Scotch Plains, NJ

1992

Education

Monmouth University, West Long Branch, NJ

1992

- Bachelor of Science Degree: Business Administration Management

Affiliations and Interests

World Taekwondo Federation (WTF)

- Certified 3rd Degree Black Belt Taekwondo
- Chief instructor, trainer, student – 13 years
- Self-defense and bullying program leader

Freehold Township Recreation Department

- Volunteer basketball & soccer Coach